



May 6, 2019

# MANAGEMENT PRESENTATION

**Tanger**®Outlets

# Tanger<sup>®</sup>

Best Brands,  
Best Price  
and Best  
Experience.®

# SAFE HARBOR STATEMENT

This presentation contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and includes this statement for purposes of complying with the safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe the Company's future plans, strategies and expectations, are generally identifiable by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project," "will," "forecast" or similar expressions.

You should not rely on forward-looking statements since they involve known and unknown risks, uncertainties and other important factors which are, in some cases, beyond our control and which could materially affect our actual results, performance or achievements. Important factors which may cause actual results to differ materially from current expectations include, but are not limited to: our inability to develop new outlet centers or expand existing outlet centers successfully; risks related to the economic performance and market value of our outlet centers; the relative illiquidity of real property investments; impairment charges affecting our properties; our dispositions of assets may not achieve anticipated results; competition for the acquisition and development of outlet centers, and our inability to complete outlet centers we have identified; environmental regulations affecting our business; risk associated with a possible terrorist activity or other acts or threats of violence and threats to public safety; our dependence on rental income from real property; our dependence on the results of operations of our retailers; the fact that certain of our properties are subject to ownership interests held by third parties, whose interests may conflict with ours; risks related to uninsured losses; the risk that

consumer, travel, shopping and spending habits may change; risks associated with our Canadian investments; risks associated with attracting and retaining key personnel; risks associated with debt financing; risk associated with our guarantees of debt for, or other support we may provide to, joint venture properties; the effectiveness of our interest rate hedging arrangements; uncertainty relating to the potential phasing out of LIBOR; our potential failure to qualify as a REIT; our legal obligation to make distributions to our shareholders; legislative or regulatory actions that could adversely affect our shareholders, including the recent changes in the U.S. federal income taxation of U.S. businesses; our dependence on distributions from the Operating Partnership to meet our financial obligations, including dividends; the risk of a cyber-attack or an act of cyber-terrorism and other important factors set forth under Item 1A - "Risk Factors" in the Company's and the Operating Partnership's Annual Report on Form 10-K for the year ended December 31, 2018, as may be updated or supplemented in the Company's Quarterly Reports on Form 10-Q and the Company's other filings with the SEC. Accordingly, there is no assurance that the Company's expectations will be realized. The Company disclaims any intention or obligation to update the forward looking statements, whether as a result of new information, future events or otherwise. You are advised to refer to any further disclosures the Company makes or related subjects in the Company's Current Reports on Form 8-K that the Company files with the SEC.

We use certain non-GAAP supplemental measures in this presentation, including FFO, AFFO, same center net operating income ("Same Center NOI"), and portfolio net operating income ("Portfolio NOI"). See definitions and reconciliations beginning on page 35.



# TABLE OF CONTENTS

4 ... WHO IS TANGER?

12 ... OPERATING METRICS

19 ... OPTIMIZING THE SHOPPER EXPERIENCE

22 ... DISCIPLINED EXTERNAL GROWTH

26 ... FINANCIAL

35 ... NON-GAAP SUPPLEMENTAL MEASURES

# WHO IS TANGER?

## Premier Owner of Outlet Centers

- Well-located outlet centers across the U.S. and Canada
- Superior outlet experience and deep tenant relationships
- Active center and portfolio management drive solid performance
- Track record of consistent performance with embedded growth opportunities



Tanger<sup>®</sup>Outlets

## Snapshot *(as of March 31, 2019)*

NYSE: SKT

Market Value: \$2.1 Billion

Enterprise Value: \$3.7 Billion

Investment Grade

FOUNDED: 1981

14.4M Square Feet

40 Outlet Centers

20 States & Canada



# OUR MISSION

**Best Brands, Best Price  
and Best Experience.®**

**That's Tanger Outlets!®**

Tanger's mission is to provide our Shoppers the latest and most popular Brands, at the best prices anywhere, with an experience so compelling, they return over and over again with their Family and Friends.

# OUR VISION

**Be First Choice with:**

- Shoppers
- Retailers
- Investors
- Partners
- Our Communities
- Employees



# INVESTMENT HIGHLIGHTS

**Outlet industry leader  
with expertise and skill  
set to succeed**

**Recession resiliency**

**Strong and flexible  
balance sheet**

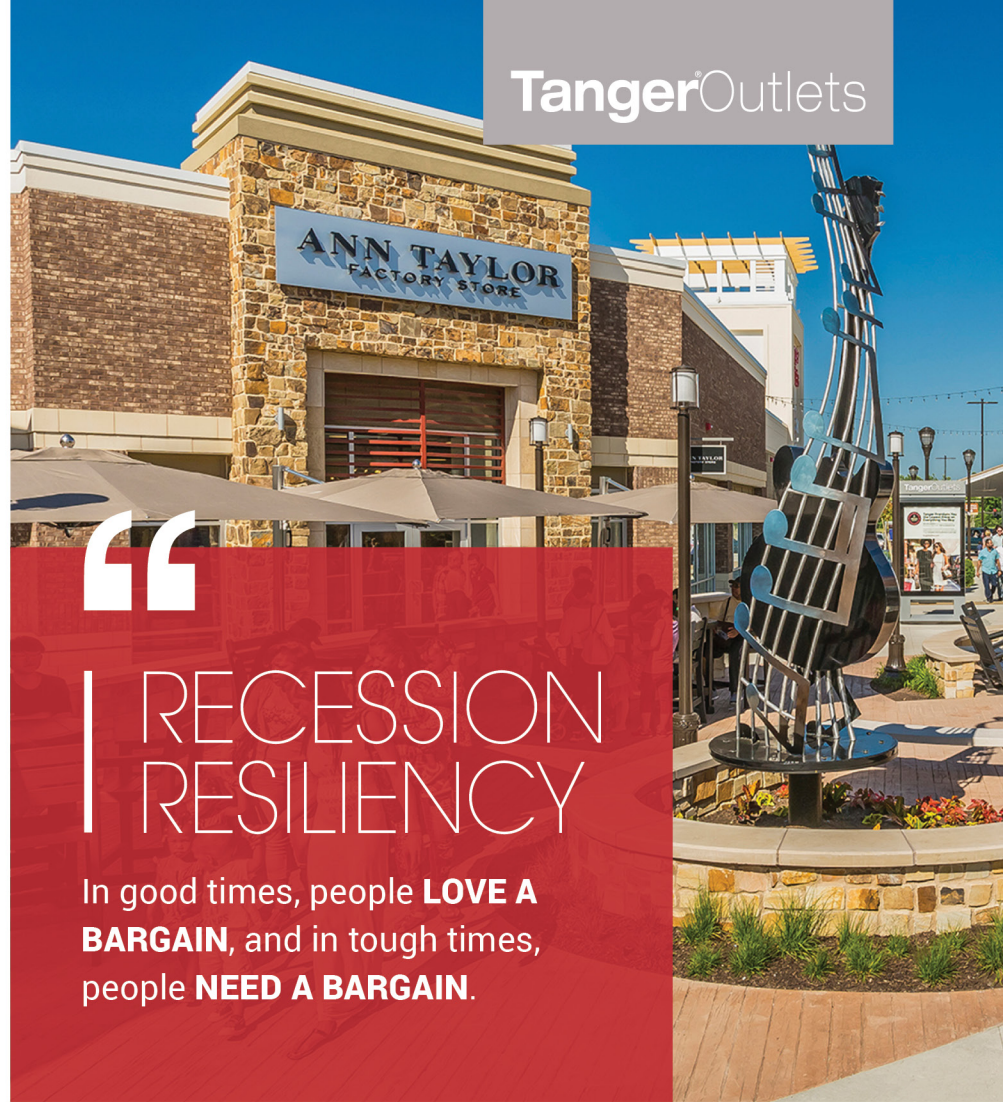
**Proven record of value  
creation through  
disciplined capital  
allocation**







STEVEN B. TANGER



“

# RECESSION RESILIENCY

In good times, people **LOVE A BARGAIN**, and in tough times, people **NEED A BARGAIN**.





# PIONEER AND INDUSTRY LEADER

**Positioned to Create Value**

## Targeted Focus & Experience

- Only public pureplay outlet REIT
- 38+ years of experience in the industry
- Established reputation as an outlet industry leader among tenants and shoppers

## Tenant Relationships

- A trusted partner for our tenants
- Proven history of developing, marketing and operating successful outlet centers

## Unique Skill Set

- Site selection – typically near or outside major metropolitan areas
- Leasing – experts at curating a compelling mix of tenants and maintaining strong tenancy
- Marketing – effective programs to drive traffic & loyalty for Tanger brand

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**Tanger executives average 15+ years of service to the Company, and even more in the industry**





# GEOGRAPHIC DIVERSIFICATION

...40

LOCATIONS

...20

STATES & CANADA

...14.4

MILLION APPROXIMATE  
TOTAL SQUARE FEET

2

35

34

33

36

9

1

13

6

7

8

29

32

27

31

30

19

20

21

32

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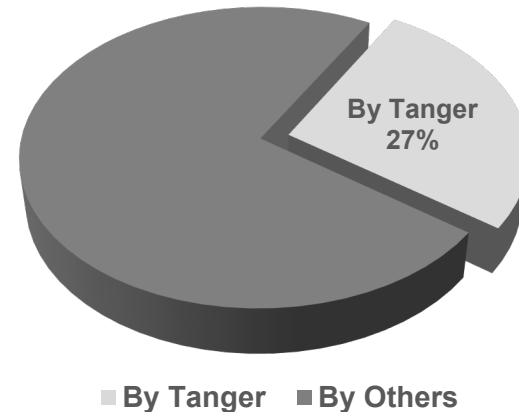
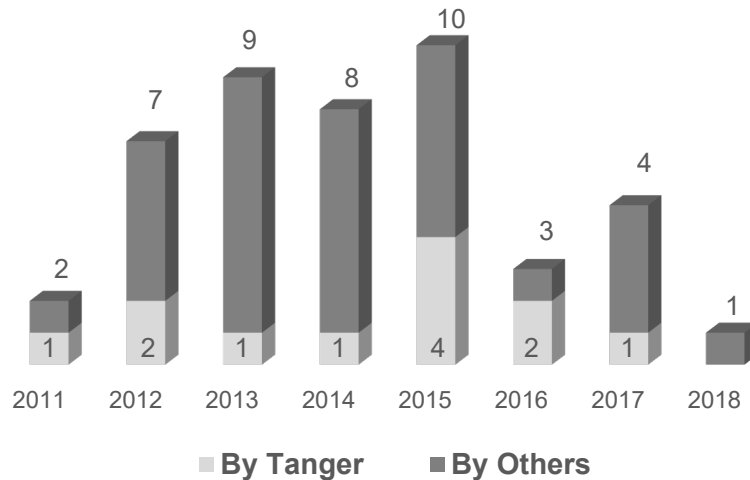
TANGER  
CORPORATE  
HEADQUARTERS  
Greensboro, NC

# CONTROLLED GROWTH

While as many as 50 new centers may be announced at any point in time, far fewer ever open for business

Tenants want a developer that can deliver, and Tanger has a proven, 38 year track record of delivering quality outlet centers

Number of New Outlet Centers Supplied by Industry, Since 2011<sup>(1)</sup>



<sup>(1)</sup> Number of new outlet centers per Value Retail News; Tanger portion represents centers in which Tanger owns or has an ownership interest



# STRONG AND DYNAMIC TENANT MIX



Diversified tenant base

**Properties are easily reconfigured to minimize tenant turnover downtime & capex requirements**

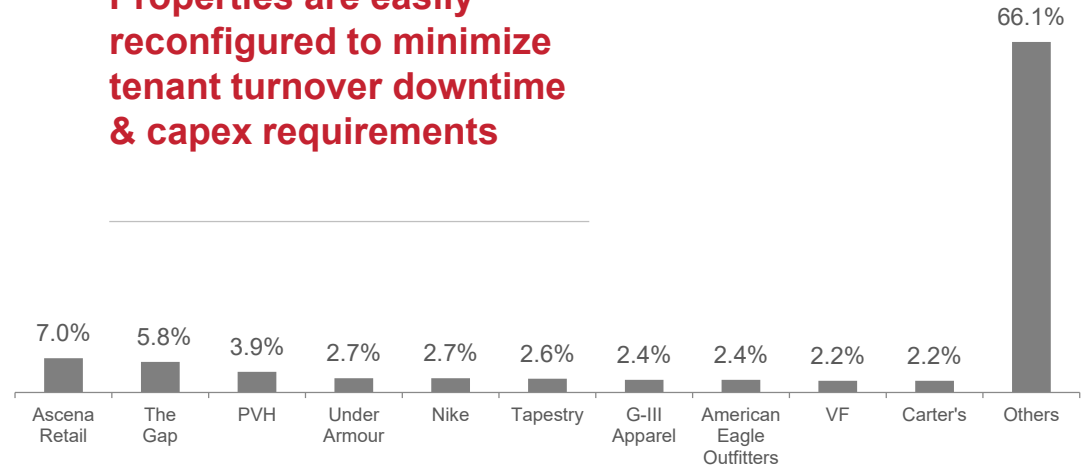


Chart is in terms of annualized base rent as of March 31, 2019 and includes all retail concepts of each tenant group for consolidated outlet centers

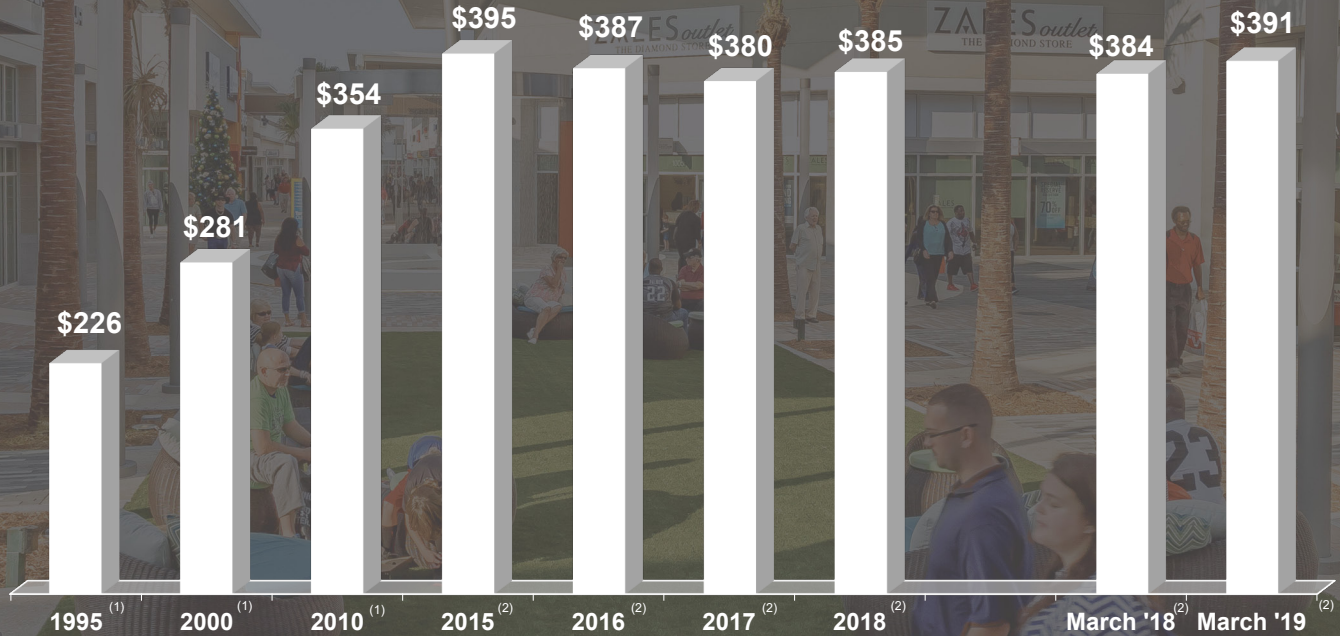
Tanger<sup>®</sup>



OPERATING  
METRICS



# SALES PERFORMANCE



Sales are for stabilized outlet centers in the consolidated portfolio and are based on reports by retailers leasing outlet center stores for the trailing 12 months for tenants which have occupied such stores for a minimum of 12 months. Sales per square foot are based on all tenants:

(1) regardless of suite size

(2) less than 20,000 square feet in size

# SOLID PERFORMANCE WITH SUSTAINED OCCUPANCY

## Occupancy of 95% or Greater for More Than 25 Years

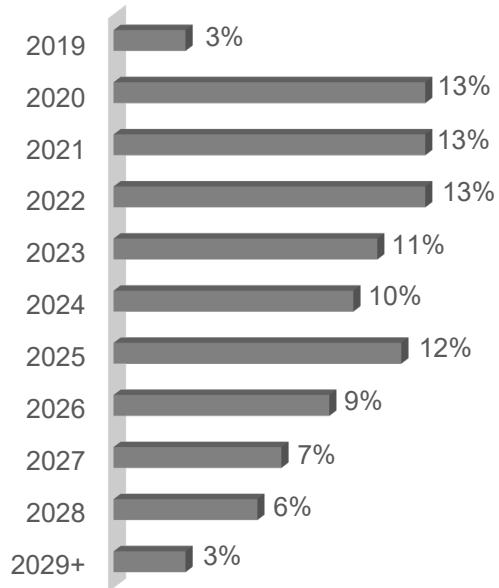


Represents period end occupancy for consolidated outlet centers

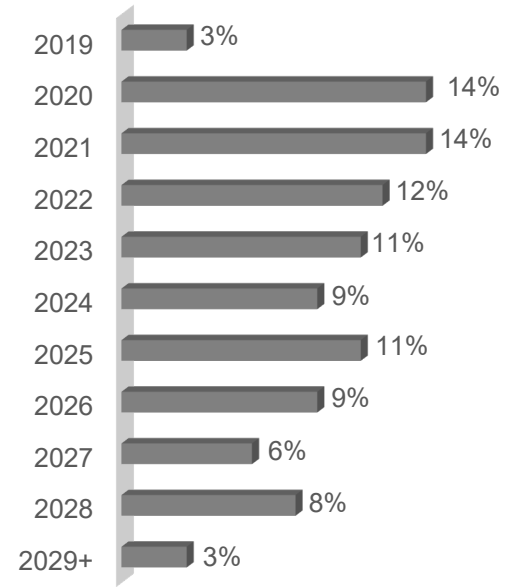
# STABLE EXPIRATIONS



**Percentage of Annual Base Rent <sup>(1)</sup>**



**Percentage of Total GLA <sup>(1)</sup>**

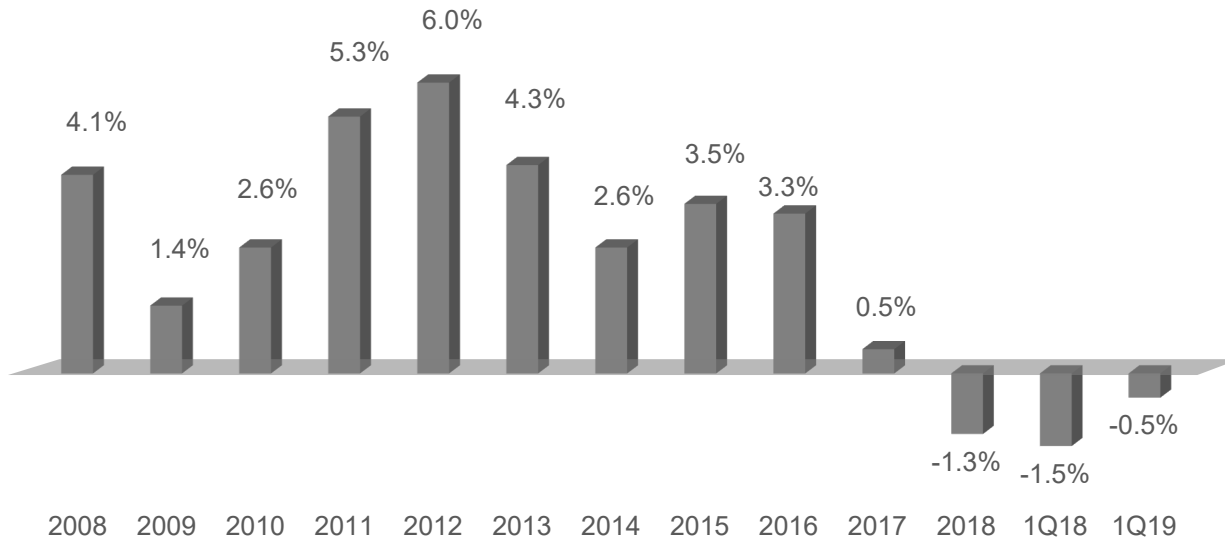


<sup>(1)</sup> As of March 31, 2019 for consolidated outlet centers, net of renewals executed



# FOCUSED ON ORGANIC GROWTH

Same Center NOI <sup>(1)</sup>



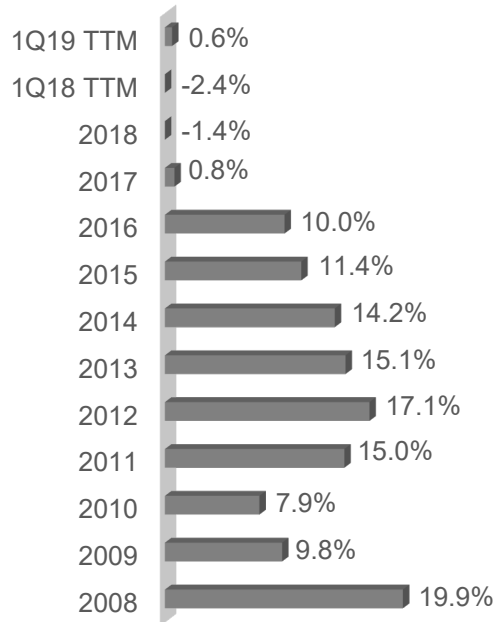
<sup>(1)</sup> Consolidated outlet centers



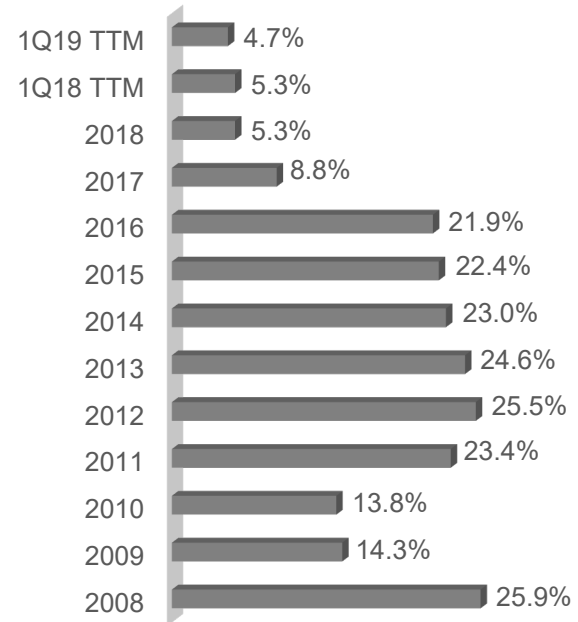
# ORGANIC GROWTH



## Cash Blended Rental Spreads <sup>(1)</sup> <sup>(2)</sup>



## Straight-line Blended Rental Spreads <sup>(1)</sup> <sup>(2)</sup>

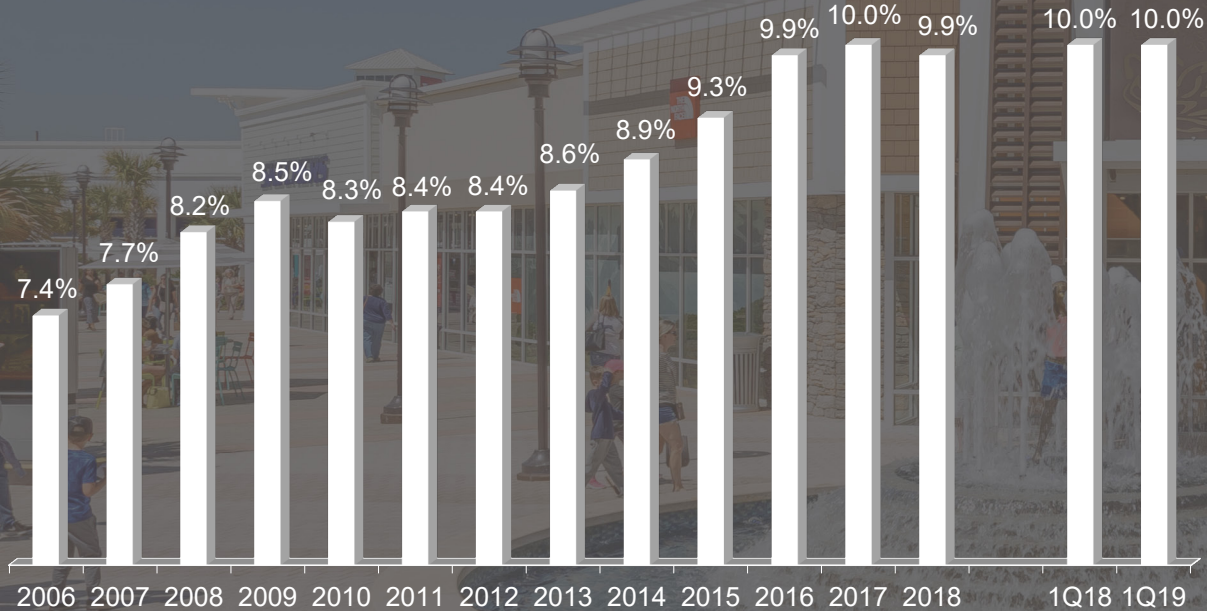


<sup>(1)</sup> Consolidated outlet centers

<sup>(2)</sup> Rent includes base rents and common area maintenance; for periods prior to 2016, rent includes base rent only



# ATTRACTIVE TENANT OCCUPANCY COST



Trailing twelve months for consolidated centers

Tanger<sup>®</sup>



OPTIMIZING  
THE SHOPPER  
EXPERIENCE



# ONGOING INVESTMENTS IN MARKETING & TECHNOLOGY



**Tanger Mobile App +  
Text Deals**



**More than 1.4 Million  
TangerClub Members and  
8.7 Million Preferred  
Customers in Our Database**



**Email Marketing  
+ Mobile Coupons**



**Customer  
Engagement Events**

Tanger Outlets is where shoppers find the best value – we promise. This concept, since 1994, is a simple promise. If you find any product you have purchased at a Tanger Outlet Center advertised for less, we gladly refund the difference. Online sales have been added to the program to make it even stronger.



# OUR APPROACH TO CORPORATE RESPONSIBILITY

## Why We Believe in Corporate Responsibility

At Tanger Outlets, we recognize that Corporate Responsibility is essential to our success and the wellbeing of our stakeholders including customers, retail partners, shareholders, team members and community partners, and for the environmental sustainability of our planet. To realize our Corporate Vision of being First Choice among all these stakeholder groups, we strive to deliver on our Mission: Best Brands, Best Price, Best Experience.

As we continue to develop and maintain first-class outlet centers, we embrace the beliefs and ideals which influence the behavior of our organization. We model the highest

levels of integrity, seek top financial performance and environmental efficiency, provide phenomenal customer service with respect and humility, and actively engage our team members as responsible citizens in the communities we serve.

We demonstrate this commitment by focusing on Place, Partnerships and People, and it is at the core of our approach to Corporate Responsibility.

## How We Implement Our Corporate Responsibility Commitment

We remain committed to integrating sustainable thinking into our business through our property development

and operations, community engagement and positive work environment for employees. We refer to this as our Corporate Responsibility commitment.

We've made great progress toward delivering on this commitment. This year we have established goals, policies and practices across the business to demonstrate our commitment to transparency and public reporting. We have embedded Corporate Responsibility into the very fabric of our culture and our business.

This Corporate Responsibility commitment is expressed through a framework that aligns with our corporate values and helps us to ensure we remain focused on all stakeholders, so that our actions are guided by these relationships. The three pillars of our Corporate Responsibility approach include:



**Environmental Footprint:** Practices that enhance and differentiate our properties while considering the sustainability of our business and our planet



**Retailers, Shareholders and Community Engagement:** Mutually beneficial relationships with nonprofit partners, shareholders and retailers that facilitate improved quality of life for the communities we serve



**Customers and Employees:** The long-term, trusting relationships with team members, and the consumers we serve



Tanger<sup>®</sup>



DISCIPLINED  
EXTERNAL  
GROWTH

# EXTERNAL GROWTH OPPORTUNITIES

**Through Disciplined Development**



**Continue to monitor markets to identify attractive opportunities**

## **Rigorous Development Guidelines**

- At least 60% pre-leasing commitments with visibility to 75%
- Receipt of all required permits
- Acceptable return on cost hurdle

## **Underpenetrated Industry**

- Supply of outlet centers in the U.S. remains favorable
- Currently an estimated 70 million square feet of quality space, which represents less than 1% of U.S. retail space

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**Tenant demand for outlet space continues for developers with access to capital and the expertise to deliver new outlet projects**



Tanger®



FINANCIAL



# FINANCIAL STRATEGIES

**Tanger**Outlets

**Maintain Manageable Schedule of Debt Maturities**

**Maintain Significant Unused Capacity Under Lines of Credit**

**Disciplined Development Approach – Will Not Build on Spec**

**Investment Grade Rated**

**Use Joint Ventures Opportunistically**

**Solid Coverage & Leverage Ratios**

**Funding Preference for Unsecured Financing – Limited Secured Financing**

**Generate Capital Internally (Cash Flow in Excess of Dividends Paid)**

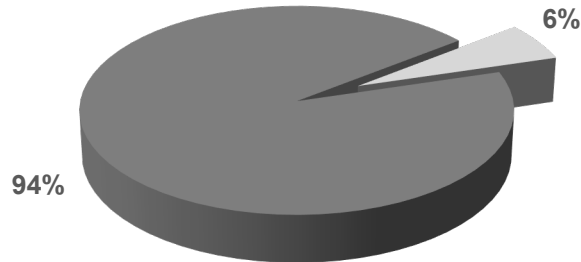
**Limit Floating Rate Exposure**



# STRONG BALANCE SHEET



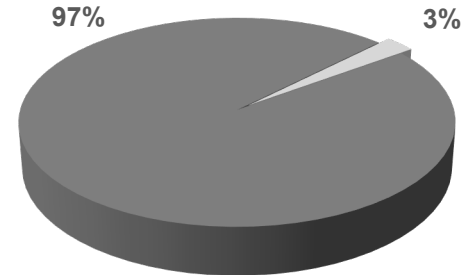
**Limited Use of Secured Financing<sup>(1)</sup>**



- Square feet encumbered
- Square feet unencumbered

<sup>(1)</sup> Consolidated outlet centers

**Line of Credit Capacity<sup>(2)</sup>**



- Outstanding (\$15.0 million)
- Unused capacity (\$584.8 million)

<sup>(2)</sup> Excludes debt discounts, premiums, and origination costs; unused capacity reduced by \$0.2 million related to outstanding letters of credit

AS OF MARCH 31, 2019

# QUALITY RATIOS

KEY BOND COVENANTS AS OF MARCH 31, 2019	ACTUAL	LIMIT
Total debt to adjusted total assets	49%	< 60%
Secured debt to adjusted total assets	3%	< 40%
Unencumbered assets to unsecured debt	196%	> 150%
Interest coverage	5.1 x	> 1.5 x

## Agency

S&P

Moody's

## Rating

BBB, stable outlook

Baa1, negative outlook

## Latest Action

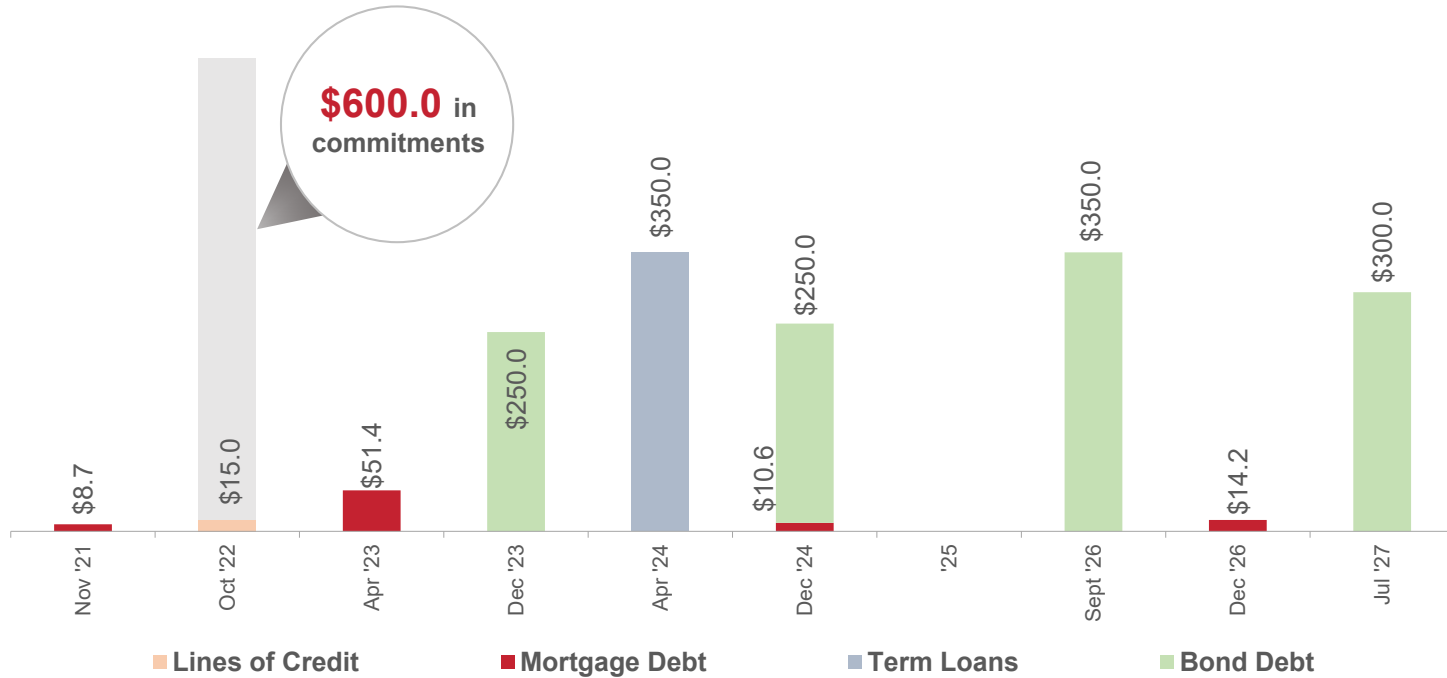
Rating revised on February 15, 2019

Outlook revised on March 12, 2019





# MANAGEABLE MATURITIES



- Assumes all extension options are exercised; although some mortgage debt is amortizing, outstanding balance is shown in the month of final maturity
- Excludes debt discounts, premiums, and origination costs
- Excludes pro-rata share of debt maturities related to unconsolidated joint ventures

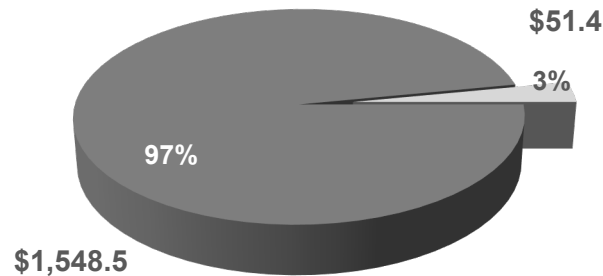
AS OF MARCH 31, 2019 in millions

# CONSERVATIVE STRATEGIES



## LIMITED FLOATING RATE EXPOSURE

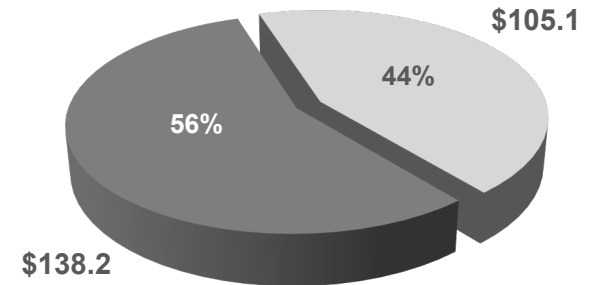
### Outstanding Debt <sup>(1)</sup>



- Fixed Rate
- Variable Rate

## REINVESTING IN THE COMPANY

### 2018 FFO Payout Ratio



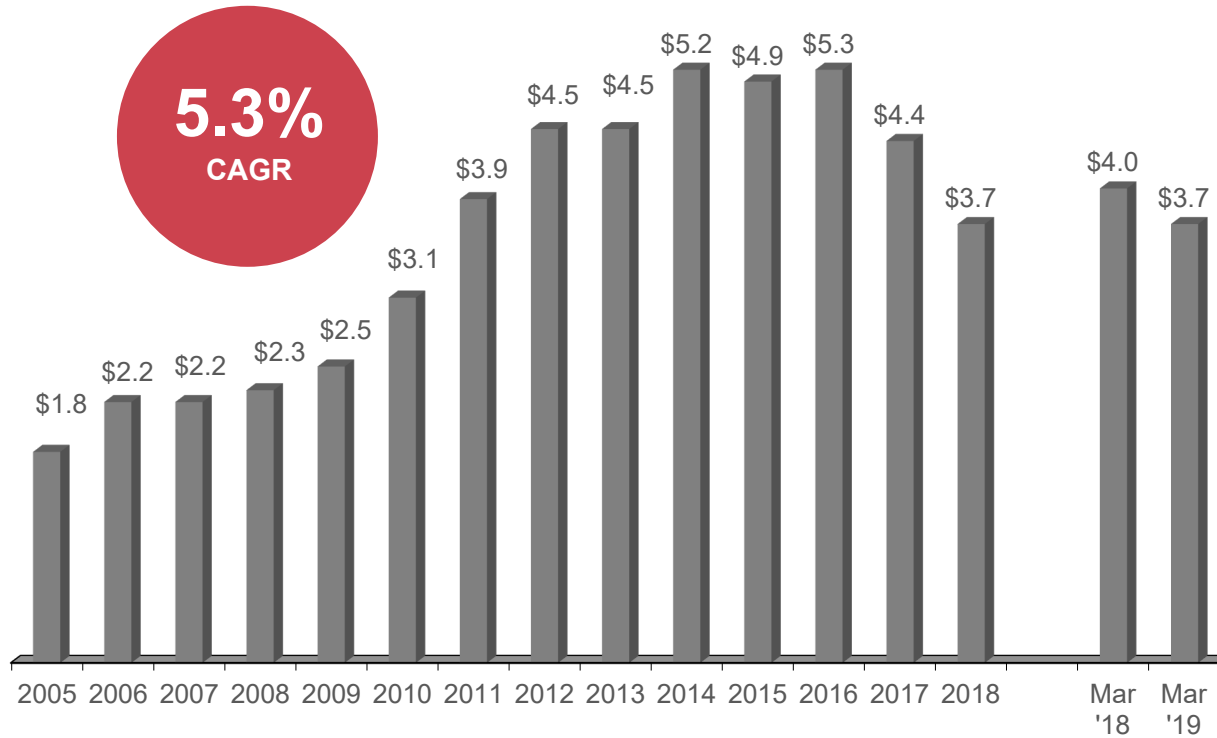
- Common Dividends
- Excess FFO

<sup>(1)</sup> As of March 31, 2019 excluding debt discounts, premiums, origination costs, letters of credit under the lines and the Company's share of unconsolidated joint venture debt

in millions



# ENTERPRISE VALUE



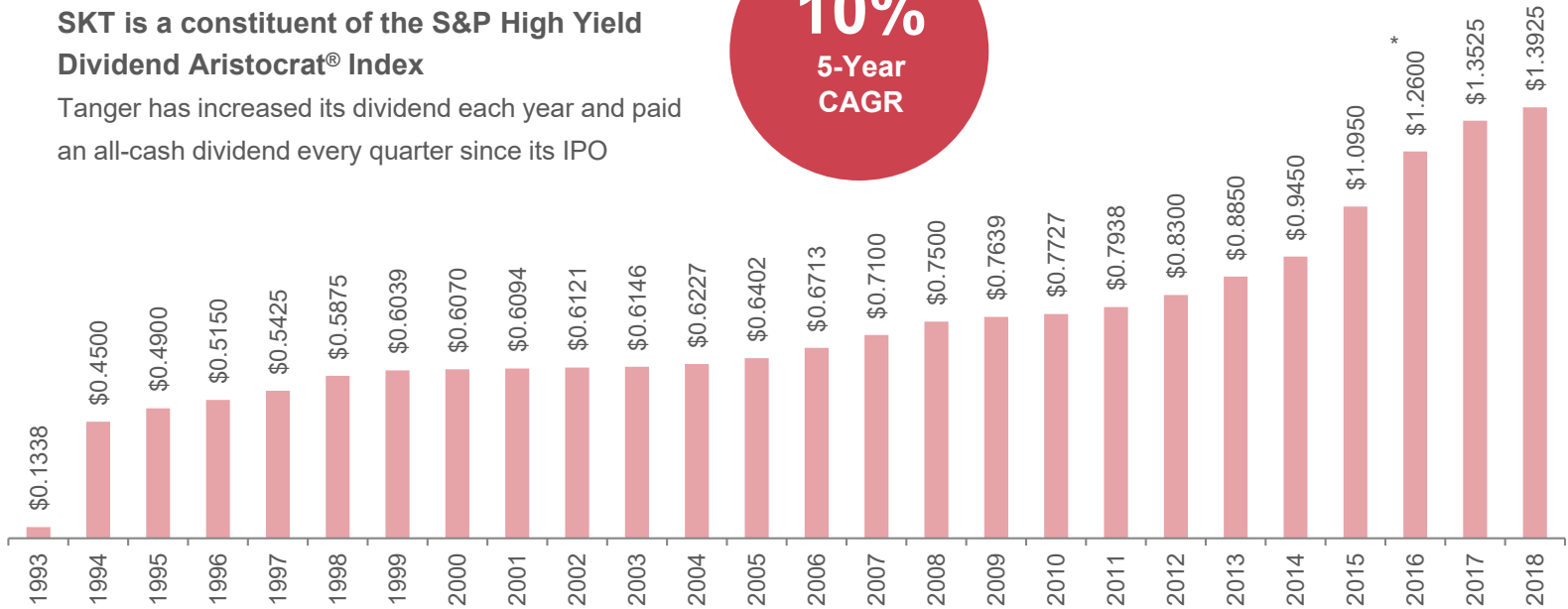
PERIOD END TOTAL MARKET CAPITALIZATION IN BILLIONS

# DIVIDEND GROWTH

## SKT is a constituent of the S&P High Yield Dividend Aristocrat<sup>®</sup> Index

Tanger has increased its dividend each year and paid an all-cash dividend every quarter since its IPO

**10%**  
5-Year  
CAGR



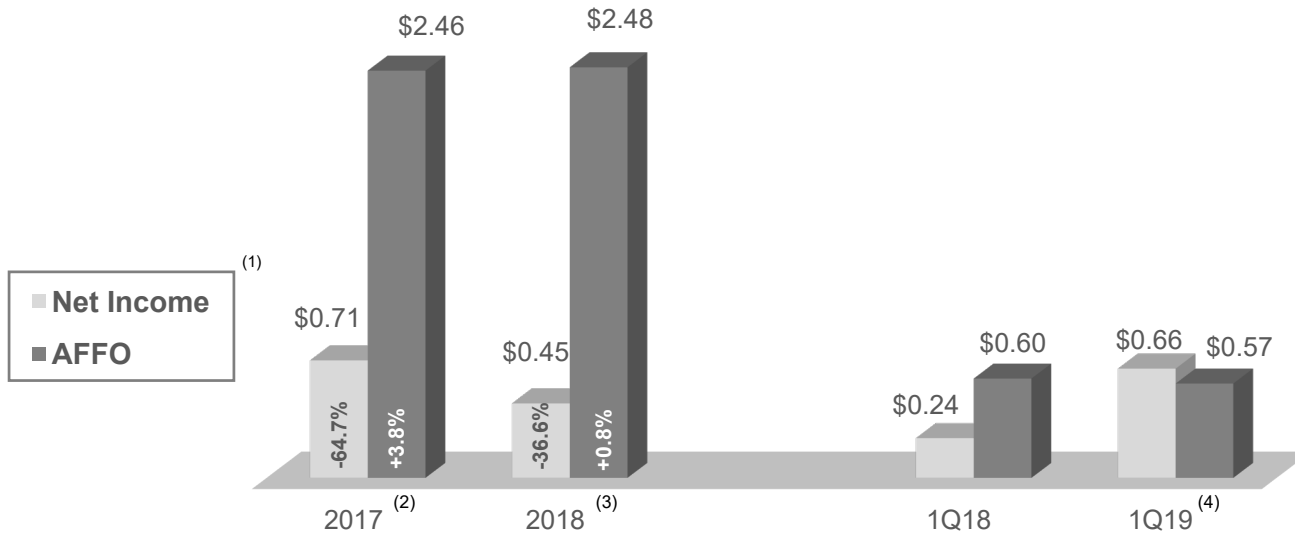
**Dividend increased 1.4% in 2019 to \$1.42 per share annually from \$1.40**

\*Excludes \$0.2100 per share special dividend paid on January 15, 2016.



# EARNINGS

## \$ Per Share



(1) Charts are based on net income and AFFO, available to common shareholders; refer to reconciliation of net income to FFO and AFFO on pages 36-42

(2) Net income available to common shareholders in 2017 was impacted by charges of \$44.6 million (\$0.45 per share) related to the early redemption of senior notes due 2020 and non-cash impairment charges, and a gain of \$6.9 million (\$0.07 per share) on the sale of an outlet center

(3) Net income available to common shareholders in 2018 was impacted by non-cash impairment charges totaling \$56.9 million (\$0.58 per share)

(4) Net income available to common shareholders in 1Q19 was impacted by a gain on the sale of four outlet centers totaling \$43.4 million (\$0.44 per share)

Tanger<sup>®</sup>



NON-GAAP  
SUPPLEMENTAL  
MEASURES



# NON-GAAP SUPPLEMENTAL MEASURES

**Funds From Operations ("FFO")** is a widely used measure of the operating performance for real estate companies that supplements net income (loss) determined in accordance with GAAP. We determine FFO based on the definition set forth by the National Association of Real Estate Investment Trusts ("NAREIT"), of which we are a member. In December 2018, NAREIT issued "NAREIT Funds From Operations White Paper - 2018 Restatement" which clarifies, where necessary, existing guidance and consolidates alerts and policy bulletins into a single document for ease of use. NAREIT defines FFO as net income/(loss) available to the Company's common shareholders computed in accordance with generally accepted accounting principles in the United States ("GAAP"), excluding (i) depreciation and amortization related to real estate, (ii) gains or losses from sales of certain real estate assets, (iii) gains and losses from change in control, (iv) impairment write-downs of certain real estate assets and investments in entities when the impairment is directly attributable to decreases in the value of depreciable real estate held by the entity and (v) after adjustments for unconsolidated partnerships and joint ventures calculated to reflect FFO on the same basis.

FFO is intended to exclude historical cost depreciation of real estate as required by GAAP which assumes that the value of real estate assets diminishes ratably over time. Historically, however, real estate values have risen or fallen with market conditions. Because FFO excludes depreciation and amortization of real estate assets, gains and losses from property dispositions and extraordinary items, it provides a performance measure that, when compared year over year, reflects the impact to operations from trends in occupancy rates, rental rates, operating costs, development activities and interest costs, providing perspective not immediately apparent from net income.

We present FFO because we consider it an important supplemental measure of our operating performance. In addition, a portion of cash bonus compensation to certain members of management is based on our FFO, which is described in the section below.

We believe it is useful for investors to have enhanced transparency into how we evaluate our performance and that of our management. In addition, FFO is frequently used by securities analysts, investors and other interested parties in the evaluation of REITs, many of which present FFO when reporting their results. FFO is also widely used by us and others in our industry to evaluate and price potential acquisition candidates. We believe that FFO payout ratio, which represents regular distributions to common shareholders and unit holders of the Operating Partnership expressed as a percentage of FFO, is useful to investors because it facilitates the comparison of dividend coverage between REITs. NAREIT has encouraged its member companies to report their FFO as a supplemental, industry-wide standard measure of REIT operating performance.

FFO has significant limitations as an analytical tool, and you should not consider it in isolation, or as a substitute for analysis of our results as reported under GAAP. Some of these limitations are:

- FFO does not reflect our cash expenditures, or future requirements, for capital expenditures or contractual commitments;
- FFO does not reflect changes in, or cash requirements for, our working capital needs;
- Although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future, and FFO does not reflect any cash requirements for such replacements; and
- Other companies in our industry may calculate FFO differently than we do, limiting its usefulness as a comparative measure.

Because of these limitations, FFO should not be considered as a measure of discretionary cash available to us to invest in the growth of our business or our dividend paying capacity. We compensate for these limitations by relying primarily on our GAAP results and using FFO only as a supplemental measure.

# NON-GAAP SUPPLEMENTAL MEASURES

## Adjusted Funds From Operations

We present AFFO as a supplemental measure of our performance. We define AFFO as FFO further adjusted to eliminate the impact of certain items that we do not consider indicative of our ongoing operating performance. These further adjustments are itemized in the table below. You are encouraged to evaluate these adjustments and the reasons we consider them appropriate for supplemental analysis. In evaluating AFFO you should be aware that in the future we may incur expenses that are the same as or similar to some of the adjustments in this presentation. Our presentation of AFFO should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items.

We present AFFO because we believe it assists investors and analysts in comparing our performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance. In addition, we believe it is useful for investors to have enhanced transparency into how we evaluate management's performance and the effectiveness of our business strategies. We use AFFO when certain material, unplanned transactions occur as a factor in evaluating management's performance and to evaluate the effectiveness of our business strategies, and may use AFFO when determining incentive compensation.

AFFO has limitations as an analytical tool. Some of these limitations are:

- AFFO does not reflect our cash expenditures, or future requirements, for capital expenditures or contractual commitments;
- AFFO does not reflect changes in, or cash requirements for, our working capital needs;
- Although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future, and AFFO does not reflect any cash requirements for such replacements;
- AFFO does not reflect the impact of certain cash charges resulting from matters we consider not to be indicative of our ongoing operations; and
- Other companies in our industry may calculate AFFO differently than we do, limiting its usefulness as a comparative measure.

Because of these limitations, AFFO should not be considered in isolation or as a substitute for performance measures calculated in accordance with GAAP. We compensate for these limitations by relying primarily on our GAAP results and using AFFO only as a supplemental measure..



# NON-GAAP SUPPLEMENTAL MEASURES

## Portfolio Net Operating Income and Same Center Net Operating Income

We present portfolio net operating income ("Portfolio NOI") and same center net operating income ("Same Center NOI") as supplemental measures of our operating performance. Portfolio NOI represents our property level net operating income which is defined as total operating revenues less property operating expenses and excludes termination fees and non-cash adjustments including straight-line rent, net above and below market rent amortization and gains or losses on the sale of outparcels recognized during the periods presented. We define Same Center NOI as Portfolio NOI for the properties that were operational for the entire portion of both comparable reporting periods and which were not acquired, or subject to a material expansion or non-recurring event, such as a natural disaster, during the comparable reporting periods.

We believe Portfolio NOI and Same Center NOI are non-GAAP metrics used by industry analysts, investors and management to measure the operating performance of our properties because they provide performance measures directly related to the revenues and expenses involved in owning and operating real estate assets and provide a perspective not immediately apparent from net income, FFO or AFFO. Because Same Center NOI excludes properties developed, redeveloped, acquired and sold; as well as

non-cash adjustments, gains or losses on the sale of outparcels and termination rents; it highlights operating trends such as occupancy levels, rental rates and operating costs on properties that were operational for both comparable periods. Other REITs may use different methodologies for calculating Portfolio NOI and Same Center NOI, and accordingly, our Portfolio NOI and Same Center NOI may not be comparable to other REITs.

Portfolio NOI and Same Center NOI should not be considered alternatives to net income (loss) or as an indicator of our financial performance since they do not reflect the entire operations of our portfolio, nor do they reflect the impact of general and administrative expenses, acquisition-related expenses, interest expense, depreciation and amortization costs, other non-property income and losses, the level of capital expenditures and leasing costs necessary to maintain the operating performance of our properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact our results from operations. Because of these limitations, Portfolio NOI and Same Center NOI should not be viewed in isolation or as a substitute for performance measures calculated in accordance with GAAP. We compensate for these limitations by relying primarily on our GAAP results and using Portfolio NOI and Same Center NOI only as supplemental measures.



# NON-GAAP RECONCILIATIONS

Below is a reconciliation of net income available to common shareholders to FFO available to common shareholders (in thousands, except per share information):	YEAR ENDED DECEMBER 31,	
	2018	2017
<b>NET INCOME AVAILABLE TO COMMON SHAREHOLDERS</b>	\$42,444	\$66,793
Noncontrolling interests in Operating Partnership	2,329	3,609
Noncontrolling interests in other consolidated partnerships	(421)	265
Allocation of earnings to participating securities	1,211	1,209
<b>NET INCOME</b>	<b>\$45,563</b>	<b>\$71,876</b>
Adjusted for:		
Depreciation and amortization of real estate assets – consolidated	129,281	125,621
Depreciation and amortization of real estate assets – unconsolidated joint ventures	13,314	13,857
Impairment charges	49,739	—
Impairment charges – unconsolidated joint ventures	7,180	9,021
Gain on sale of assets	—	(6,943)
<b>FFO</b>	<b>\$245,077</b>	<b>\$213,432</b>
FFO attributable to noncontrolling interests in other consolidated partnerships	421	(265)
Allocation of earnings to participating securities	(2,151)	(1,943)
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(1)</sup></b>	<b>\$243,347</b>	<b>\$211,224</b>
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS PER SHARE – DILUTED <sup>(1)</sup></b>	<b>\$2.48</b>	<b>\$2.12</b>
Diluted weighted average common shares (for earnings per share computations)	93,310	94,522
Diluted weighted average common shares (for FFO and AFFO per share computations) <sup>(1)</sup>	98,303	99,549

# NON-GAAP RECONCILIATIONS

Below is a reconciliation of FFO available to common shareholders to AFFO available to common shareholders (in thousands, except per share information):	YEAR ENDED DECEMBER 31,	
	2018	2017
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(1)</sup></b>	<b>\$243,347</b>	<b>\$211,224</b>
As further adjusted for:		
Abandoned pre-development costs	—	528
Recoveries from litigation settlement	—	(1,844)
Make-whole premium due to early extinguishment of debt <sup>(2)</sup>	—	34,143
Write-off of debt discount and debt origination costs due to repayment of debt prior to maturity <sup>(2)</sup>	—	1,483
Impact of above adjustments to the allocation of earnings to participating securities	—	(238)
<b>AFFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(1)</sup></b>	<b>\$243,347</b>	<b>\$245,296</b>
<b>AFFO AVAILABLE TO COMMON SHAREHOLDERS PER SHARE – DILUTED <sup>(1)</sup></b>	<b>\$2.48</b>	<b>\$2.46</b>
Diluted weighted average common shares (for FFO and AFFO per share computations) <sup>(1)</sup>	98,303	99,549

# NON-GAAP RECONCILIATIONS

Below is a reconciliation of net income available to common shareholders to FFO available to common shareholders (in thousands, except per share information):	THREE MONTHS ENDED MARCH 31,	
	2019	2018
<b>NET INCOME AVAILABLE TO COMMON SHAREHOLDERS</b>	\$61,720	\$22,575
Noncontrolling interests in Operating Partnership	3,315	1,217
Noncontrolling interests in other consolidated partnerships	195	(370)
Allocation of earnings to participating securities	611	263
<b>NET INCOME</b>	<b>\$65,841</b>	<b>\$23,685</b>
Adjusted for:		
Depreciation and amortization of real estate assets – consolidated	31,148	32,542
Depreciation and amortization of real estate assets – unconsolidated joint ventures	3,130	3,229
Gain on sale of assets	(43,422)	—
<b>FFO</b>	<b>\$56,697</b>	<b>\$59,456</b>
FFO attributable to noncontrolling interests in other consolidated partnerships	(195)	370
Allocation of earnings to participating securities	(611)	(477)
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(1)</sup></b>	<b>\$55,891</b>	<b>\$59,349</b>
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS PER SHARE – DILUTED <sup>(1)</sup></b>	<b>\$0.57</b>	<b>\$0.60</b>
Diluted weighted average common shares (for earnings per share computations)	93,303	93,644
Diluted weighted average common shares (for FFO and AFFO per share computations) <sup>(1)</sup>	98,264	98,640



# NON-GAAP RECONCILIATIONS

Below is a reconciliation of net income to Portfolio NOI and Same Center NOI for the consolidated portfolio (in thousands):	YEAR ENDED DECEMBER 31,	
	2018	2017
<b>NET INCOME</b>	<b>\$45,563</b>	<b>\$71,876</b>
Adjusted to exclude:		
Equity in earnings of unconsolidated joint ventures	(924)	(1,937)
Interest expense	64,821	64,825
Gain on sale of assets	—	(6,943)
Loss on early extinguishment of debt	—	35,626
Other non-operating income	(864)	(2,724)
Impairment charge	49,739	—
Depreciation and amortization	131,722	127,744
Other non-property expenses	1,291	1,232
Abandoned pre-development costs	—	528
Corporate general and administrative expenses	43,809	43,766
Non-cash adjustments <sup>(3)</sup>	(3,919)	(2,721)
Termination rents	(1,246)	(3,632)
<b>PORTFOLIO NOI</b>	<b>\$330,720</b>	<b>\$327,640</b>
Non-same center NOI <sup>(4)</sup>	(17,912)	(10,838)
<b>SAME CENTER NOI</b>	<b>\$312,808</b>	<b>\$316,802</b>

# NON-GAAP RECONCILIATIONS

Below is a reconciliation of net income to Portfolio NOI and Same Center NOI for the consolidated portfolio (in thousands):	THREE MONTHS ENDED MARCH 31,	
	2019	2018
<b>NET INCOME</b>	<b>\$65,841</b>	<b>\$23,685</b>
Adjusted to exclude:		
Equity in earnings of unconsolidated joint ventures	(1,629)	(2,194)
Interest expense	16,307	15,800
Gain on sale of assets	(43,422)	—
Other non-operating income	(224)	(209)
Depreciation and amortization	31,760	33,123
Other non-property expenses	161	388
Corporate general and administrative expenses	12,118	10,754
Non-cash adjustments <sup>(3)</sup>	(1,472)	(1,367)
Lease termination fees	(1,130)	(1,051)
<b>PORTFOLIO NOI</b>	<b>\$78,310</b>	<b>\$78,929</b>
Non-same center NOI <sup>(4)</sup>	(4,084)	(4,367)
<b>SAME CENTER NOI</b>	<b>\$74,226</b>	<b>\$74,562</b>

# NON-GAAP RECONCILIATIONS

- (1) Assumes the Class A common limited partnership units of the Operating Partnership held by the noncontrolling interests are exchanged for common shares of the Company. Each Class A common limited partnership unit is exchangeable for one of the Company's common shares, subject to certain limitations to preserve the Company's REIT status.
- (2) Charges in 2017 relate to the early redemption of our \$300.0 million 6.125% senior notes due 2020.
- (3) Non-cash items include straight-line rent, above and below market rent amortization, straight-line rent expense on land leases and gains or losses on outparcel sales, as applicable.
- (4) Consolidated centers excluded from Same Center NOI:

OUTLET CENTERS OPENED:		OUTLET CENTERS SOLD:		OUTLET CENTERS EXPANDED:	
Fort Worth	October 2017	Westbrook	May 2017	Lancaster	September 2017
		Nags Head, Ocean City, Park City, Williamsburg	March 2019		



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## ABOUT TANGER FACTORY OUTLET CENTERS, INC.

Tanger Factory Outlet Centers, Inc., (NYSE: SKT) is a publicly-traded REIT headquartered in Greensboro, North Carolina that presently operates and owns, or has an ownership interest in, a portfolio of 40 upscale outlet shopping centers. Tanger's operating properties are located in 20 states coast to coast and in Canada, totaling approximately 14.4 million square feet, leased to over 2,900 stores which are operated by more than 500 different brand name companies. The Company has more than 38 years of experience in the outlet industry. Tanger Outlet Centers continue to attract nearly 181 million shoppers annually. For more information on Tanger Outlet Centers, call 1-800-4TANGER or visit the Company's website at [www.TangerOutlets.com](http://www.TangerOutlets.com)

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# Tanger<sup>®</sup> Outlets

### CORPORATE HEADQUARTERS

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### INVESTOR RELATIONS

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